

Workforce News

3rd Quarter 2007
(July/August/Sept)

A quarterly publication of the Department of
Workforce Services



Central: Juab, Millard, Piute, Sanpete, Sevier, Wayne

jobs.utah.gov



Got Sales?



Inside:

- ✦ Juab's employment growth booming
- ✦ Millard & Wayne slow but steady
- ✦ Sales strong in Sevier County



Contact the author, your regional economist, with any questions on content:

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Knowledge is power—especially when it comes to making decisions that affect your business. If your business serves a local clientele, it pays to have knowledge of the economy in your area. Of course, I'm always nagging that non-farm job growth is the best local indicator of economic well-being. However, other data items certainly provide insight into the relative health of a county's economy. One such indicator is gross taxable sales.

The Utah State Tax Commission collects gross taxable sales data as a by-product of their function as sales tax collector. Gross taxable sales can show whether consumers are spending more and/or businesses are investing. So, let's take a moment to review the most recent quarter's gross taxable sales data for the six counties covered by this newsletter.

Juab County made the poorest showing in the group. Compared to third

(continued)

Find detailed wage information for occupations in Utah: <http://jobs.utah.gov/jsp/wi/utalmis/gotoOccwage.do>

Got Sales?

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quarter 2005, third quarter 2006 gross taxable sales contracted by 3 percent—the only loss in the six-county area. While retail industry sales dipped, it was a notable decline in service industry sales that produced the most substantial damage to Juab County's total sales figures.

Millard County managed a respectable 7-percent year-over increase in sales. While retail sales proved strong, it was a substantial increase in service industry sales that kept sales growth healthy.

Sales during third quarter 2006 in Piute County showed a robust 13-percent increase over the previous year. Just as in Millard County, service industry sales provided the strongest impetus for growth.

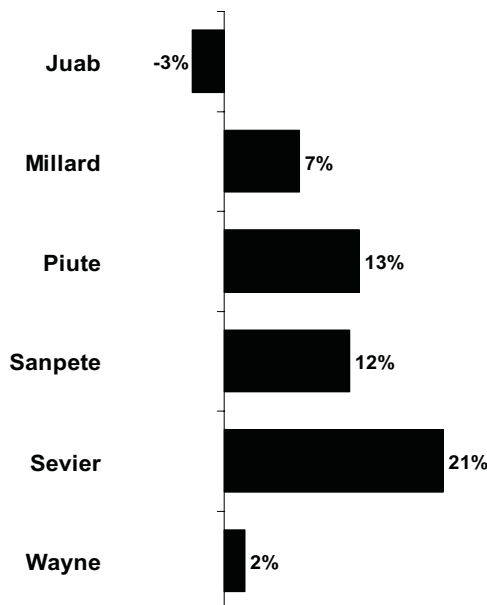


Third quarter 2006 Sanpete County sales also made a prosperous gain—up 12 percent. Sanpete reversed the retail/services industry dance with retail trade making the largest gains.

expenditures, wholesale trade, and services served to keep a damper on a strong boost to retail trade sales.

For more information about sales and other tax-related data, see: <http://tax.utah.gov/esu/>.

**Year-Over Change in Gross Taxable Sales
Third Qtr 2005 – Third Qtr 2006**



Source: Utah Tax Commission.

Sevier County left everyone else in the dust with a 21-percent third-quarter 2006 increase. Robust business investment purchases coupled with strong retail trade expansion dovetailed to create this huge sales addition.

Sales in Wayne County rose a tepid 2 percent. Sizeable declines in business investment

Check it Out

There's a gold mine of information for businesses on our Employer Resource Center Web page:

<http://jobs.utah.gov/employer/resource/>.

Western Region Business Services News

jobs.utah.gov

DWS Contacts

Business Consultants:

Beaver	
Dennie Tsuya	435-438-5498
Cedar City	
Bob Cranford	435-865-6548
Delta/Fillmore	
Doyle Bender	435-864-3860
Junction	
Janet Butterfield	435-577-2443
Kanab	
Barbara Larsen	435-644-8910
Loa	
Janet Butterfield	435-836-2406
Manti	
Kent Larsen	435-835-0722
Nephi	
Carol Lange	435-623-1927
Panguitch	
Jolene Costigan	435-676-8893
Richfield	
Carol Lowman	435-893-0014
St. George	
Kimberly Johnson	435-986-3541

Resources

Child Care Resource and Referral	
Lis Barker	435-586-0170
Contributions-Employer Taxes	
Jackie Wurster	435-688-3137
Chad Carter	435-688-3106
Brian Fife	435-688-3105
DOL Wage/Hour Division	801-524-5706
Employer Tax Credit	801-526-9484
Labor Market Information	
Lecia Langston-Economist	435-688-3115
New Hire Reporting	800-222-2857
Pre-Layoff Assistance	
Dawn Lay	801-526-4312
Unemployment Insurance Information	
	800-222-2857
Utah Labor Commission	801-530-6801

Upcoming Events / Seminars

For information about upcoming DWS seminars and workshops:
<http://jobs.utah.gov/employer/business/workshops.asp>

Fast Track Series offered to local employers

The **Washington County Employer Committee (WEC)** and the **DWS St. George Employment Center** have partnered with the **University of Phoenix** to offer their Fast Track series to local employers. The University of Phoenix provides the professional presenters and each workshop includes a very nice booklet highlighting workshop information for each participant. Because each workshop starts at 7:30 a.m., a light continental breakfast is also provided all for a nominal (\$10) workshop fee.

Workshops presented by: Diana Guetschow.

All workshops held at the St. George Employment Center, 162 N. 400 E. Building B, St. George at 7:30 a.m. to 9:00 a.m. The cost is \$10.00. To register, please contact Kim Johnson at 435-986-3541 or email at kjohnson@utah.gov.

Goal setting & Goal Getting

June 12, 2007

Many people aim at nothing and hit it with amazing accuracy! This class discovers what a goal is; the benefits of setting goals; why goals work; why we fail to set goals; and how to effectively set goals. Focus on the daily activities required to avoid procrastination and move forward to high results with payoff.

The Leadership of Santa Claus

July 17, 2007

A dynamic multimedia trip (movie included) to the North Pole to learn how Santa and his highly motivated team of elves and reindeer accomplish their amazing goals. It's an entertaining and profound educational journey designed to inspire and challenge every member of your team.

Ethics: Doing What Is Right

August 14, 2007

The actions you take, the decisions you make, and the daily behaviors you exhibit—whether big and strategic, or small and seemingly insignificant—are ultimately how you and your organization will be judged. This class is all about integrity-based business practices.

Customer Loyalty: Internal & External

September 11, 2007

By increasing customer loyalty, you will add longevity to each service relationship. When we speak of loyalty, we're talking about an emotional, perceptual, feelings-based subject. This class will de-mystify some of those emotional components and help you move several steps closer to "relationship mastery".

St. George Business Expo

The St. George Area Chamber Business Expo is **June 27th & 28th**. For more information, contact the St. George Chamber - telephone: 435-628-1658 or 435-673-1587; e-mail: hotspot@stgeorgechamber.com; Web: <http://www.stgeorgechamber.com>

INCUMBENT WORKER TRAINING PROGRAM

The Incumbent Worker Training Program (IWTP) is designed to benefit business and industry by assisting in existing employees' skill development and by increasing employee productivity and company growth. It is expected to result in the creation of new jobs, the retention of jobs that otherwise may have been eliminated, and an increase in wages for the trained workers.

The IWTP is a partnership of the Utah Department of Workforce Services, the State Workforce Investment Board, business and industry. Funding for IWTP comes from the Adult and Dislocated Worker programs under the Workforce Investment Act.

The long-term goal for this initiative is to create an infrastructure that provides training and education to enhance the skills of incumbent workers, increase the wages of workers through a career ladder, and positively impact the revenues of businesses by increasing their productivity.

Who Can Participate?

- All companies in business in Utah for over one year who are in full compliance with the Utah unemployment laws.
- Businesses that have a long-range commitment to employee training
- Businesses with defined advancement opportunities for their employees
- Financially viable businesses
- Businesses willing to provide a 50 percent match of the training costs

How to Apply

Each year, the DWS and the State Workforce Investment Board will determine the funding level for the IWTP. Funding varies year to year depending on many factors. Once it is determined funding is available, notification to employers occurs by posting an announcement on the DWS web site, jobs.utah.gov and sending an announcement via email to all employers registered with the department.

What is the Business's Responsibility?

- Review the criteria provided in the announcement (criteria may vary with each funding opportunity)
- Prepare your proposal and submit by deadline
- Provide all required information
- If awarded funds, provide quarterly reports that identify the expenditures, company match, training activities, employees trained, certificate/credentials awarded, etc.

Questions?

If you have additional questions, please contact: Connie Laws at 801-526-9955 or claws@utah.gov; or Gary Kennison at 435-764-2968 or gwkenison@utah.gov

Now Online!

Employer 101 – Labor Law Basic Training

One-stop resource promotes voluntary compliance with federal and state labor laws

The Department of Workforce Services (DWS), the U.S. Department of Labor's Wage and Hour Division and the Utah Labor Commission have joined forces to launch a one-stop online resource for Utah employers on federal and state employment laws: Employer 101 Labor Law Basic Training.

This training offers convenience to all Utah employers throughout the state. Employers can review the information at any time from

the comfort of their own offices. Topics include the Fair Labor Standards Act, anti-discrimination and harassment, and Utah's wage and hour laws.

The Resource Connection page will assist employers with helpful information relating to everything from Anti-discrimination to Youth employment laws. Visit jobs.utah.gov/edo/laborlaw for a site designed exclusively for our Utah employers.

A Reality Store Experience Sponsored for Youth in in the Western Region

In the Reality Store, each youth is given a life situation. They are told what kind of job they have, how much money they make, and the size of their family. The purpose is to give youth an opportunity to experience real-world life experiences such as working, paying bills, and caring for a family. This experience will help youth gain a better understanding of life skills and what steps they can take to prepare themselves for the real world.

The Reality Store is made up of several stations of life events: housing, transportation, insurance, childcare, utilities, groceries, taxes, etc. The youth visit each station and buy what they need or get help with handling their budget and life situations. Employers and business people from these actual sectors of the community will staff the stations. There will be a discussion/evaluation at the end of the day to help youth see how schooling and choices they make will affect their career and life.

Youth will be involved in the planning and organizing of the event. Chambers of commerce and other agencies in the Western Region will be inform of the youth program and asked for their support and help. The communities will benefit with a better understanding of the youth program; more coordination between employers, agencies, and services and assist in filling gaps in services.

Invited guests will include all currently enrolled WIA program youth, youth referred from other agencies, all foster youth age 16 and up. The event will also be advertised to the general public. DWS staff will discuss career exploration with youth and tell them about the youth program. There will also be a motivational speaker discussing realities of life.

Employers wishing to participate should contact Dennis Broad at (435) 688-3110 or email dennisbroad@utah.gov

County News

Year-end found **Juab County's** job growth in high gear. Driven by the construction industry, December 2006 registered a whopping 26-percent employment gain over the previous year. No wonder February's unemployment rate measured a mere 2.4 percent. A full 90 percent of these new positions were in construction, with healthcare/social services and accommodations/food services contributing a number of new positions.

If "slow and steady wins the race," **Millard County** should be a contender with its 2-percent December 2006 year-over gain. Manufacturing, professional/business services, accommodations/food services, and covered agriculture combined to contribute enough new employment to more than offset a notable decline in retail trade. Joblessness remains low at only 2.4 percent in February 2007.

Non-farm jobs were up 9 percent in **Piute County** in December 2006. The number of new jobs generated by construction, manufacturing, retail trade and accommodation/food services wasn't particularly large, but this is a small county. Employment growth was certainly sufficient to drive the unemployment rate below the 2-percent mark in February 2007.

Sanpete County's job growth engine finally ratcheted up a notch to produce moderate 3-percent expansion during the final month of 2006. Notable gains in construction, retail trade, transportation, leisure/hospitality services and government were more than sufficient to counteract a sizable decline in manufacturing employment. February 2007 joblessness remained low, at 2.8 percent.

Job growth was still moderate in **Sevier County** as 2006 came to a close. The goods-producing triumvirate of mining, construction, and manufacturing helped generate a 4-percent year-to-year gain. Of course, they also got by with a little help from their friends, trade, transportation and local government. Few industries lost employment, which contributed to a low 2.3 percent unemployment rate in February 2007.

Wayne County joined Millard County in the "slow and steady" group of 2-percent job producers (December 2006). The job-losing industries—private education/health/social services and construction, just couldn't cancel out job gains in retail trade and government. However, Wayne County's jobless rate, while relatively low, hasn't hit the bargain-basement levels like the rest of the counties in this region.

What's Up?

✦ Royalite Petroleum Corporation has started drilling its first wildcat well in Piute County. The company is hoping to drill some 8,000 feet into a Jurassic Navajo and Permian Kaibab. The company has also filed for a drilling permit for a second well in Piute County.
- *The Richfield Reaper*

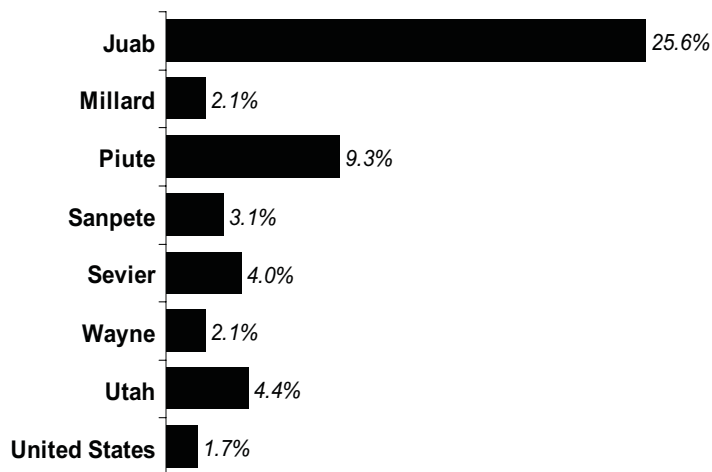
✦ Utah lawmakers have approved \$17.6 million to design and build a Snow College-Sanpete County library. The funding will be combined with a \$2-million grant from Jon Huntsman, Sr., \$1 million from Sanpete County, \$200,000 from the federal government and \$100,000 from Ephraim City.
- *The Sanpete County Messenger*

✦ Hanksville farmers who have been operating without irrigation water since an October flood annihilated a diversion dam, could soon see relief, thanks to a \$5-million emergency grant. State and federal officials met at the Wayne County Courthouse to update the community on plans to use the funds for a reconstruction project.
- *The Richfield Reaper*

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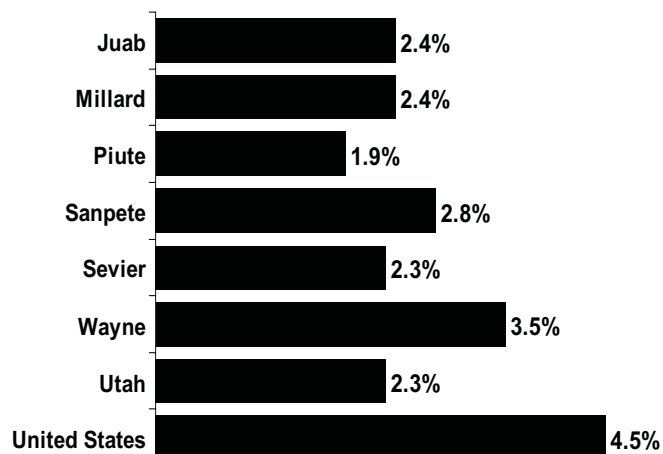
jobs.utah.gov

Percent Change in Non-farm Jobs December 2005 to December 2006



Source: Utah Dept. of Workforce Services; U.S. Bureau of Labor Statistics.

Seasonally Adjusted Unemployment Rates February 2007



Source: Utah Dept. of Workforce Services; U.S. Bureau of Labor Statistics.

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